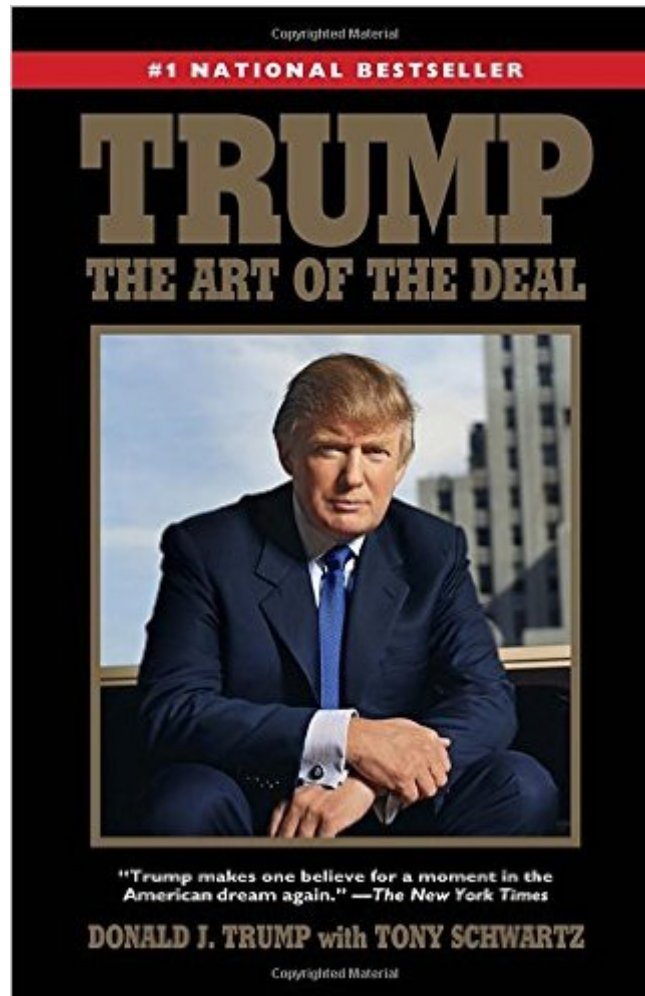




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# Trump: The Art Of The Deal



## Synopsis

President Donald J. Trump lays out his professional and personal worldview in this classic work—a firsthand account of the rise of America’s foremost deal-maker. “I like thinking big. I always have. To me it’s very simple: If you’re going to be thinking anyway, you might as well think big.” Donald J. Trump Here is Trump in action—how he runs his organization and how he runs his life—as he meets the people he needs to meet, chats with family and friends, clashes with enemies, and challenges conventional thinking. But even a maverick plays by rules, and Trump has formulated time-tested guidelines for success. He isolates the common elements in his greatest accomplishments; he shatters myths; he names names, spells out the zeros, and fully reveals the deal-maker’s art. And throughout, Trump talks—really talks—about how he does it. Trump: The Art of the Deal is an unguarded look at the mind of a brilliant entrepreneur—the ultimate read for anyone interested in the man behind the spotlight. Praise for Trump: The Art of the Deal

“Trump makes one believe for a moment in the American dream again.” The New York Times

“Donald Trump is a deal maker. He is a deal maker the way lions are carnivores and water is wet.” Chicago Tribune

“Fascinating . . . wholly absorbing . . . conveys Trump’s larger-than-life demeanor so vibrantly that the reader’s attention is instantly and fully claimed.” Boston Herald

“A chatty, generous, chutzpa-filled autobiography.” New York Post

## Book Information

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“Trump makes one believe for a moment in the American dream again.” •The New York Times “Donald Trump is a deal maker. He is a deal maker the way lions are carnivores and water is wet.” •Chicago Tribune “Fascinating . . . wholly absorbing . . . conveys Trump’s larger-than-life demeanor so vibrantly that the reader’s attention is instantly and fully claimed.” •Boston Herald “A chatty, generous, chutzpa-filled autobiography.” •New York Post

From the Impresario of NBC’s hit show The ApprenticeTRUMP ON TRUMP: "I like thinking big. I always have. To me it’s very simple: if you’re going to be thinking anyway, you might as well think big."And here’s how he does it: the art of the deal.Beginning with a week in Trump’s high-stakes life, Trump: The Art of the Deal gives us Trump in action. We see just how he operates day to day •how he runs his business and how he runs his life •as he chats with friends and family, clashes with enemies, efficiently buys up Atlantic City’s top casinos, changes the face of the New York City skyline . . . and plans the tallest building in the world.TRUMP ON TRUMP: "I play it very loose. I don’t carry a briefcase. I try not to schedule too many meetings. I leave my door open. . . I prefer to come to work each day and just see what develops."Even a maverick plays by rules, and here Trump formulates his own eleven guidelines for success. He isolates the common elements in his greatest deals; he shatters myths ("You don’t necessarily need the best location. What you need is the best deal"); he names names, spells out the zeros, and fully reveals the deal-maker’s art: from the abandoned property that became the Jacob K. Javits Convention Center to the seedy hotel that became the Grand Hyatt; from the race to rebuild Central Park’s Wollman Skating Rink to the byzantine saga of the property that became Trump Tower. And throughout, Trump talks •really talks •about how he does it.TRUMP ON TRUMP: "I always go into a deal anticipating the worst. If you plan for the worst •if you can live with the worst •the good will always take care of itself."Donald Trump is blunt, brash, surprisingly old-fashioned in spots •and always, always an original. Trump: The Art of the Deal is an unguarded look at the mind of a brilliant entrepreneur and an unprecedented education in the art of the deal. It’s the most streetwise business book there is •and a sizzling read for anyone interested in money and success.From the Hardcover edition. --This text refers to the Mass Market

Paperback edition.

Excellent book!

Nice, interesting read. Glad I bought it. It will help me in my business, at work, and in general relationships.

The book is engaging from beginning to end.

Worker

A classic read.

I read the book before he was elected. It explains a lot about the way he operates. I wish him well in the next four years.

Good guide to understanding of Trump on how he operates when it comes to deal-making.

Learned alot about Trump and he dropped some pretty good gems

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